



C_C4H410_21^{Q&As}

SAP Certified Application Associate - SAP Sales Cloud 2111

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QUESTION 1

Which features are available when you create a sales forecast? There are 2 correct answers to this question.

- A. Multi-level categorization
- B. Multi-dimensional forecasting
- C. Multi-level overrides
- D. Multi-dimensional rules

Correct Answer: BC

QUESTION 2

Which options do you have when you create an activity plan? Note; There are 2 correct Answers to this question.

- A. Define workflow rules for the activity plan.
- B. Define the validity of the activity plan.
- C. Define whether tasks are mandatory.
- D. Define route planning for visit execution.

Correct Answer: BC

QUESTION 3

There is a report that uses real-time data in SAP BusinessObjects BI. You want to use this report in SAP Sales Cloud, with minimum effort spent. How do you achieve this?

- A. Use a mashup approach.
- B. Build a custom dashboard.
- C. Build a custom UI screen.
- D. Use a data transfer approach.

Correct Answer: A

QUESTION 4

What does the InsideView feature in leads do?

- A. Provides a very detailed inside look at the products in leads



- B. Provides real-time insights from social media about prospective customers
- C. Provides information on feeds of your competitor accounts
- D. Provides real-time insights about lead performance

Correct Answer: C

QUESTION 5

What options are available to upload data to a cloud data source? Note: There are 2 correct Answers to this question.

- A. Web service
- B. Broadcast reports
- C. Mashup
- D. CSV file

Correct Answer: CD

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